

Hawthorn Foundation Achievements

- ▲ Nearly \$3 million spent on creating over 50,000 jobs since 1982
- ▲ Editorial board meetings with *The Wall Street Journal*, *Business Week*, and *Time Magazine*
- ▲ Instrumental in establishing Missouri trade offices in Japan, Europe, Korea
- ▲ Instrumental in publishing Missouri Directory of Exporters
- ▲ Instrumental in signing sister state agreement with Hebei Province, China



Hawthorn Foundation Members

Ameren UE
Bayer Crop Science
Carrollton Area Economic Development
City of Columbia
City of Kirksville
City of O'Fallon
City of St. Charles
City of Wentzville
Columbia Regional Economic Development
EDC of St. Charles County
Greater Kansas City Chamber of Commerce
Jefferson City Chamber of Commerce
Hallmark Cards
Independence Council for Economic Development
Kansas City Area Development Council
KPMG, LLP
Lockton Companies
Macon County Economic Development
Meramec Regional Planning Commission
Missouri Association of Realtors
Missouri Automobile Dealers Association
Springfield Area Chamber of Commerce
Sprint
SSM Health Care
St. Joseph Area Chamber of Commerce
St. Louis RCGA
University of Missouri system
Washington University
Westlake Ace Hardware
The Zimmer Companies



Hawthorn
FOUNDATION

The Hawthorn Foundation
P.O. Box 93
Jefferson City, Missouri 65102
Tel. 573.751.4511

What is the Hawthorn Foundation?

The Hawthorn Foundation was created in 1982 by then-Governor Christopher (Kit) Bond for the private funding of state economic development. Since inception, the Foundation has been used to supplement Missouri's marketing programs and attract new industry to the state.

The Foundation is a private 501 c (6) corporation, and its investors include many of Missouri's most prominent corporations and business leaders. Recently, several Missouri communities have also invested, to stabilize the state's marketing efforts during periods of fiscal uncertainty.

The Hawthorn Foundation is managed by the Director of Business Development and Trade at the Department of Economic Development through an independent, non-partisan Board of Directors. The 30-member Board is composed of the Foundation's major investors and selected smaller investors.

(The Hawthorn Foundation is audited annually.)



What types of projects does the Hawthorn Foundation invest in?

The Foundation has invested in numerous Missouri marketing initiatives that have attracted new industry and capital to the state. The Foundation's 2004-2005 marketing plan reflects a tradition of prudent spending on programs of long-term yield and value. Among our current initiatives are:

- Developing a new generation of web-based **Missouri brand marketing** materials.
- **Aggressively marketing rural and emerging communities** to increase their rate of job creation in sustainable industries.
- **Building key corporate relationships** in the life sciences, aviation research, nanotechnologies, and other promising high-wage industries.
- **Leveraging Missouri's foreign offices** to attract new capital investment.

Why should I become a member?

Global business is radically changing economic development -- creating new centers of capital investment and growth, such as China and India, while sharpening competition among traditional rivals such as Missouri, Kansas, and Arkansas. At the same time, the economic downturn from which we're just emerging has forced Missouri to severely reduce its marketing. This combination of increased competition and reduced resources is an unhealthy long-term trend.



A viable solution adopted by some states is privatizing economic development marketing or creating public-private partnerships, such as the Hawthorn Foundation. And Missouri's 20-year Foundation -DED partnership is a unique advantage in a new global economy. Our challenge now is to strengthen the fund to elevate Missouri's brand, and aggressively recruit new industry and employment to every region of the state.

3 Membership Levels

Silver members (\$1,000)
enjoy the satisfaction of investing in Missouri's future and attending select business luncheons and functions throughout the state. In addition, weekly and monthly economic development updates will keep you informed of global economic development trends revaluing Missouri.

Gold members (\$2,500)
enjoy all silver level benefits, plus the opportunity to serve as a Missouri ambassador on U.S. and international marketing trips. These include select meetings with senior corporate executives and visiting dignitaries.

Platinum members (\$5,000)
members enjoy all the benefits of silver and gold membership - plus a rich, ongoing tradition of close involvement with the Governor, regardless of affiliation; a seat on the Hawthorn Foundation's Board of Directors to help determine Missouri's economic development future; and more.

All contributions are tax-deductible.

For more information about membership in the Hawthorn Foundation, please provide the following information and return to:

The Hawthorn Foundation, P.O. Box 93, Jefferson City, MO 65102.

Organization: _____

Name: _____ **Title:** _____

Telephone: _____

Address: _____



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